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JANUARY/FEBRUARY 2020

PORT REPORT

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Jim White Steps
Down After
18 Years at Helm



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A STAR RETIRES

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You were there for the Christening of our new G4, the *Atlantic Star* and over the years, forged a strong partnership with ACL in the Port of Baltimore. You always listened to our needs and made the Port a productive and easy place to conduct business. For over fifty years, an ACL vessel has called on the Port of Baltimore. With Jim White at the helm, we always felt confident that ACL's operations would be carefree. You have always given ACL an out of this world experience. Thank you, Jim White. May you always have smooth seas and sun-filled skies in your next new adventure. We will miss you!

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January/February 2020



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BILL MCALLEN

↑ Former Executive Director Jim White was joined by his wife Carol Ann as she was named godmother of the Grande Baltimora during a ceremony in 2017.

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COVER:
James J. White stepped down as Executive Director of the MDOT MPA on Dec. 31 after a highly successful run at the helm. Photography courtesy of the Baltimore Business Journal.



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SOUNDINGS

The Happenings In and Around the Port — Send us your news for a possible item in the Soundings section in the *Port of Baltimore Magazine*. Email todd.karpovich@todaymediacustom.com.

NEWMAKERS

David Thomas Appointed Acting Executive Director of MDOT MPA

David M. Thomas was appointed as acting Executive Director of the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) on Jan. 1, 2020.

Former Executive Director James J. White stepped down Dec. 31, 2019, after 18 years at the helm.

In this role, Thomas oversees and manages the six public marine terminals of the Port of Baltimore.

Prior to assuming his current position, Thomas had served as the Deputy Executive Director of Logistics and Port Operations for the MDOT MPA since December 2016.

Thomas's responsibilities included oversight of all operations, cruises, logistics, intermodal trade development and security for the Port of Baltimore.

From 2001 through 2016, Thomas served as MDOT MPA's Director of Operations. He oversaw the day-to-day operations of the Port of Baltimore's public marine terminals.

Thomas has been directly involved with many significant projects at the Port of Baltimore, including the negotiations and development of the Wallenius Wilhelmsen mid-Atlantic load center at the Dundalk Marine Terminal, the development and operation of the Port's cruise terminal and the negotiation and execution of the



KATHY BERGREN SMITH

Seagirt Marine Terminal lease and concession agreement with Ports America Chesapeake.

Thomas began his maritime career in 1984 with Evergreen International Corporation. In November 1999, Thomas accepted a position as General Manager of Terminal Operations for the MDOT MPA.

Thomas is the current chair of the Baltimore Regional Transportation Board Freight Movement Task Force. He also serves on the board of directors for the North Atlantic Ports Association and the American Association of Port Authorities.

Thomas received his Bachelor of Science degree in business administration from Towson University in 1982. He is married with two adult children and resides in Forest Hill, Md. 🌐

EVENTS

Propeller Club Seeks 2020 Port Person of the Year Nominations

In 2016, the Propeller Club of Baltimore began a new tradition of recognizing the achievements, contributions, experience and commitment of the local Port community to

the Propeller Club of Baltimore, the Port of Baltimore and the maritime industry in general.

Since that time, the Propeller Club of Baltimore Port Person of the Year Award has been presented to **Michael S. Derby**, of Wallenius Wilhelmsen Logistics, **Michael R. Reagoso**, of McAllister Towing, **Brittany Mills** and **Ingrid Londoño**, of the Baltimore Maritime Exchange, and **Bayard Hogans**, of Ports America Chesapeake.

This year, the Propeller Club of Baltimore intends to continue that tradition by presenting the Fifth Annual Port Person of

the Year Award to a member of the local Port community at a Propeller Club luncheon that will be held on Thursday, May 14, 2020, at Sparrows Point Country Club. The recipient of this award will subsequently be nominated by the Baltimore Chapter for either the International Propeller Club's Maritime Person of the Year Award or the Member of the Year Award, both of which are presented annually at the International Propeller Club Convention in October.

Please email Alexander Giles at agiles@semmes.com to submit a nomination. 🌐

NEWSMAKERS

Edward McDonald Named to Port Commission

Gov. Larry Hogan has named Edward F. McDonald, a former state transportation official, to the Maryland Port Commission.

A Baltimore City resident, McDonald will fill the seat held by Walter Tilley, who stepped down in November. He will complete a term running through July 1, 2021. The six-member commission establishes policies designed to improve the competitive position of the Port of Baltimore within the international maritime industry.

"I thank Governor Hogan for giving me the opportunity to serve on this wonderful commission," McDonald said. "The Port of Baltimore is incredibly important to the city of Baltimore and all of Maryland. I'm very excited to begin working with my new colleagues and assisting the Maryland Department of Transportation Maryland Port Administration in building upon the successes that have been achieved in recent years."

McDonald retired last year after five years as Chief of Staff for the Maryland Department of Transportation and was Deputy Chief of Staff for Gov. Robert Ehrlich Jr. in 2003. He served as Chief of Staff for Congressman Howard Coble of North Carolina from 1988 to 2002 and from 2004 to 2014. During that time, Coble chaired the U.S. Coast Guard and Maritime Transportation subcommittee.

McDonald is a graduate of Towson University. He is Vice President of the Towson University Alumni Association and a board member of the Babe Ruth Birthplace and Museum.

"Ed McDonald brings a strong transportation and public service background to the Port Commission," said Gov. Hogan. "The Port of Baltimore is one of Maryland's leading economic generators, and I am confident Ed will play an important role in our efforts to continue its growth and demonstrate that Maryland is open for business." 🌐



NEWSMAKERS

Hillebrand Acquires Royal Logistics and Royal Service Transport

Hillebrand, an international provider in the forwarding, transport and logistics of beverages and other products that require special care, has acquired Baltimore-based Royal Logistics and Royal Service Transport.

The acquisition of Royal is part of Hillebrand's business plan to grow both organically and through acquisitions and to continue to improve customer service. This deal is in line with that strategy because the acquisition makes storage, cross-docking, distribution, drayage and other value-added services now more accessible in the mid-Atlantic and Northeast regions.

"This acquisition demonstrates Hillebrand's commitment to invest in the North American network and to reinforce our services for the beer sector," Scott Moorad, COO of Hillebrand North America said. "Royal shares a similar culture and core values with Hillebrand, and both companies serve the same industries."

Since 2003, Royal has been a partner to Hillebrand, providing services to its recently rebranded Keg & Assets division, formerly known as Satellite Logistics Group, Inc. This acquisition has allowed Hillebrand to expand its warehouse facilities and distribution capabilities.

Co-founders Sonny and Janet Sponaugle will remain on board, which will support the transition of the business, its customers, employees and vendors.

"By joining Hillebrand, we have the means to provide our employees with opportunities to grow in an industry we are all very passionate about serving," said Sonny Sponaugle.

Cees van Gent, CEO and Chairman of the Executive Board at Hillebrand, added: "The acquisition of Royal marks our second in a few months and confirms our strong ambition to grow our business and extend our service portfolio in key markets such as the U.S. Bringing Royal and its services under the Hillebrand name and into our network strengthens our position and offers [us] as a one-stop logistics partner." 🌐



NEWSMAKERS

New Pilot Boat Named for Baltimore

The Association of Maryland Pilots has ordered a new class of pilot boat — “Baltimore Class” — named for the pilots’ base of operations at the Port of Baltimore and built by Gladding-Hearn Shipbuilding, Duclos Corporation of Somerset, Mass.

It is scheduled for delivery in April 2021.

With an overall length of 48.5 feet, a beam of 15.6 feet and a draft of 4 feet, the all-aluminum pilot boat will feature the Ray Hunt Design deep V hull. It will be powered by twin Volvo Penta D13 EPA Tier 3-compliant diesel engines, each delivering 600 hp at 1,900 rpm with a top speed of 29 knots. A Humphree interceptor trim-tab control system, with automatic trim optimization, will be

installed at the transom.

The engines will turn five-bladed Bruntons Nibral propellers via ZF400A gear boxes. The launch will be equipped with a 6 kW Northern Lights genset.

The wheelhouse, flush-mounted to the deck at midship, features a center-line helm station, five NorSap shock-mitigating reclining seats, a bag rack, a refrigerator and a 16,000 BTU reverse-cycle heating and air conditioning unit. A second 12,000 BTU HVAC unit will be installed in the unfinished forecastle, which will include a porta-potty, a toolbox and storage for safety gear.

Outside of the wheelhouse, there will be wide heated side decks and handrails, side and rear doors and boarding platforms on the roof. A Harken safety rail will be installed on the sides and around the front of the wheelhouse. There will be a control station, along with a powered rescue system for pilot rescue operations, at the transom. 🌐

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NEWMAKERS

Bayard Hogans Receives Traffic Club Honor

Bayard Hogans, Vice President, Ports America Chesapeake, was named the Transportation Person of the Year by the Traffic Club of Baltimore.

He will be honored at the group's **107th Annual Dinner on April 30** at Martin's Valley Mansion in Cockeysville, Md.

Hogans has played a key role in the partnership between Ports America Chesapeake and the Port of Baltimore.

In 2010, the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) and Ports America began a 50-year public-private partnership lease and concession agreement for Seagirt Marine Terminal. Ports America runs the daily operations at Seagirt and built a 50-foot container berth, accompanied by four state-of-the-art super-Post-Panamax cranes.

Ports America has invested heavily in other necessary infrastructure at Seagirt, saving the state hundreds of millions of dollars it would have had to invest in capital improvements.

In 2018, the MDOT MPA and Ports America Chesapeake

announced a \$32.7 million project to develop a second 50-foot-deep container berth at Seagirt Marine Terminal. This second berth will allow the Port of Baltimore to handle two supersized container ships simultaneously. The berth is expected to become operational by early 2021.

Hogans has provided effective leadership throughout his time of working with the Port.

The goal of the Traffic Club is to promote the transportation industry and support initiatives that advance the interests of the Baltimore metropolitan area and educational and charitable efforts for local residents. The club's various events raise money for scholarships and charitable contributions that are awarded each May at the end of the fiscal year. 🌐



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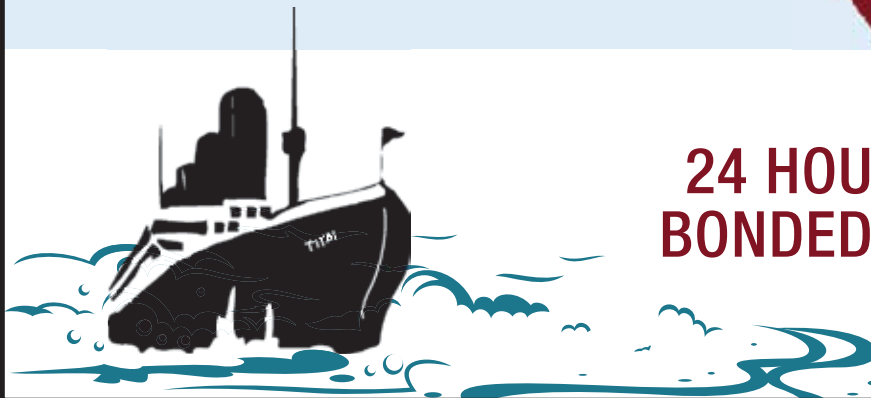
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Environmental Stewardship at the Port of Baltimore **BY MARY MAUSHARD**

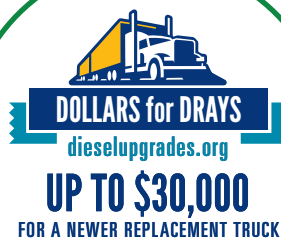
Truck Program Gets Boost from 'Dollars for Drays'

The Maryland Department of Transportation Maryland Port Administration's (MDOT MPA) Dray Truck Replacement Program, marketed as "Dollars for Drays,"

has helped fund the replacement of more than 200 older model trucks that service the Port of Baltimore with newer trucks that reduce emissions and pollutants. Federal and state grant funding helps dray truck owners replace their older trucks sooner than they might if grant money was not available.

In addition to reducing diesel emissions and promoting cleaner air, MDOT MPA's dray truck replacement program is a boon to individual operators and their bottom lines.

Harnek Singh replaced his 2005 model truck with 1.25 million miles on it with a 2016 model last fall, thanks to help from the MDOT MPA program. "They paid for half, and I paid for half," said Singh, a White Marsh resident who has been driving drays at the Port since 2013. Now, his new truck is not only shinier and cleaner, but it also gets about 7 more miles per gallon of fuel. He also said he hopes his maintenance costs will be less.



Eric Browning, another dray trucker at the Port, was "able to have a more reliable truck and save money on fuel and repairs," he said. In November, he replaced his 2006 model that "needed some work" and had about 950,000 miles on it.

The federal funds allotted through grants from the Diesel Emissions Reduction Act (DERA) complements MDOT MPA's own Diesel Equipment Upgrade Program, which targets not only dray trucks but also cargo-handling equipment, marine engines and locomotive engines.

With available funds and administrative help from Port partners, the dray program eases the way for eligible truckers to replace trucks from model years 1996-2006 with 2013 or newer models. The program ensures that the truckers will have later model trucks that have lower emissions, thus releasing fewer pollutants and greenhouse gases. Eligible applicants can receive half the cost of a replacement truck, up to \$30,000, if they meet eligibility requirements and scrap their old trucks to prevent further pollution from those vehicles.

That last stipulation initially gave Browning pause. "It was scary destroying my old truck," he said, but overall, he found the program "great." Browning has been servicing the Port for 10 years.

Dray trucks make short hauls to and from the Port,

Port Awarded \$1.8 Million Grant for Clean Air

In January, the U.S. Environmental Protection Agency (EPA) announced an award of \$1.8 million that will support the replacement of older diesel-powered equipment serving the Port of Baltimore. The grant will provide funding to replace 44 dray trucks and four pieces of cargo-handling equipment.

The replacement equipment is estimated to reduce emissions by

14 tons of particulate matter, 290 tons of nitrogen oxides, 96 tons of carbon monoxide and 15 tons of hydrocarbons over its lifetime.

"This EPA grant will help us continue cleaning the air around the Port of Baltimore," said Gov. Larry Hogan. "Working with our federal partners, the Port is showing how to be a responsible steward of the environment."

The federal grant complements

the Port's Diesel Equipment Upgrade Program, which primarily focuses on replacing older equipment to reduce emissions. Since beginning the program in 2008, the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) has been awarded more than \$11 million in federal Clean Diesel grants that contribute to significant reductions in diesel emissions in the

some several times a day. Singh, for instance, drives 50,000 to 55,000 miles a year in trips of 100 miles or less. Browning averages about 70,000 miles a year. More than 2,000 of these trucks service Seagirt and Dundalk Marine Terminals annually.

Susan Stephenson, Senior Associate at The EcoLogix Group, an environmental strategy firm, helps administer the dray program. "Susan guided me; she told me everything," said Singh, adding that the application and approval process took only about four weeks. "It worked very well. I had no problems at all."

"MDOT MPA's Dray Truck Replacement Program, along with our other diesel emission programs, is instrumental in the Port's commitment to environmental stewardship," said Shawn Kiernan, Environmental Manager for Safety, Environment and Risk Management at MDOT MPA. "We appreciate all of the Port users that have partnered with us to help reduce diesel emissions."

With money from two federal grants and the state program, MDOT MPA has the funds to help replace more dray trucks. The goal is to replace another 57 trucks with the available funds.

MDOT MPA encourages dray truck owners to take advantage of this tremendous opportunity. For more information on Dollars for Drays, visit www.dieselupgrades.org or email info@dieselupgrades.org. 🌐

Baltimore region. They have been used to help replace more than 200 dray trucks and 110 pieces of cargo-hauling equipment, repower 10 marine engines and retrofit 16 locomotive engines.

"Through initiatives like our Diesel Equipment Upgrade Program and EPA's Clean Diesel Program, we have reduced pollutants in the air around the Port by more than 10,000 tons in 12 years," said David Thomas, acting Executive Director of MDOT MPA. 🌐



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Fourth Trash Wheel Expected in Spring

The Trash Wheel family is expanding. The new arrival, Baltimore's fourth trash-eater, is due in the spring at the mouth of the Gwynns Falls in southwest Baltimore. It will join Mr. Trash Wheel, Professor Trash Wheel and Captain Trash Wheel in clearing area waterways of tons of plastic bags and bottles and other debris. As in the past, the public will have a hand in naming the newest trash wheel,

which is expected to become a social media star and Baltimore personality as have the first three.

"We've had our googly eyes set on the Gwynns Falls for a long time," said Adam Lindquist, Director of the Healthy Harbor Initiative. This newest machine will face almost 400 tons of litter and debris that flow into the Chesapeake Bay and the Patapsco River annually. "It will mean cleaner shorelines in the Middle Branch and fewer plastics in our Bay and the ocean," he added.

No. 4 will be the largest trash wheel, with a grappling arm to help move large debris and solar panels on its canopy. Solar along with hydro power will turn a water wheel that powers a series of rakes and a conveyor belt that will lift trash onto a dumpster barge.

It's taking a partnership to put this latest trash wheel in the water. The Maryland Department of Transportation

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Maryland Port Administration (MDOT MPA) contributed construction and operational funds. "We have supported every trash wheel, including our own Captain Trash Wheel at Masonville Cove, and we look forward to making the Gwynns Falls trash wheel a spinning success," said Kristen Fidler, Director of Harbor Development for MDOT MPA.

Both Baltimore City and County are also supporting the wheel's operation, as are Middle Branch businesses Weller Development and Continental Realty Corporation. Wheelabrator Technologies will donate its services to unload trash into its Baltimore City facility, which converts waste to energy.

Baltimore's trash wheels are models for other cities. Clearwater Mills, the Pasadena-based company that invented the trash wheel technology, is working on similar projects in Brunswick, Ga.; Newport Beach, Calif.; Milwaukee, Wis.; and Panama City, Panama. 🌐



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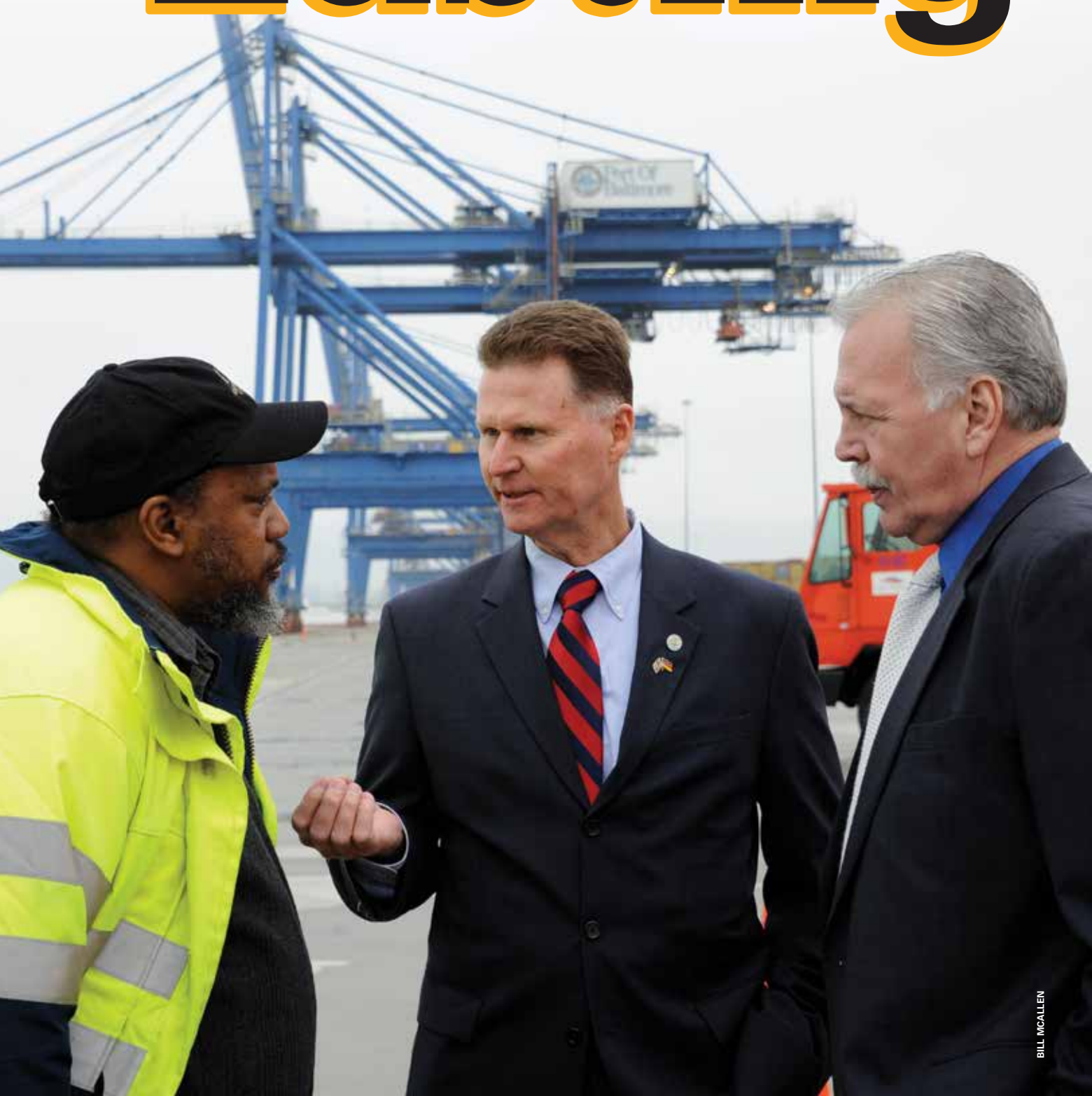
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JAMES J. WHITE LED PORT TO RECORD HIGHS OVER HIS TENURE

BY TODD KARPOVICH

James J. White took the Port of Baltimore to new levels of success as the Executive Director of the Maryland Department of Transportation Maryland Port Administration (MDOT MPA).

The Port set numerous records for cargo and revenue, provided thousands of jobs and served as a major economic engine for the state in White's 18 years at the helm. In addition, White upgraded security procedures and completed infrastructure projects that made Baltimore one of the few ports in America capable of receiving the largest ships in the world.

White officially ended his tenure at the Port on Dec. 31, 2019. However, his legacy in the maritime community will last far beyond that date.



TRIBUTES — to — *James J. White*

“Jim White is widely regarded as one of the finest port directors in America. Maryland has been fortunate to have him at the helm of the Port of Baltimore for so long. I congratulate him on an outstanding career and thank him for leaving the Port of Baltimore in fantastic shape for his successor.”

— Maryland Governor Larry Hogan

“For many of us in the industry, Jim White simply IS Baltimore. Following his retirement, the maritime sector and the whole city is losing not only an astute business leader, but also a great guy to work with and be around. I just hope that Jim will now really be able to enjoy life and relax — he certainly deserves that.”

— Claudio Bozzo, Chief Operating Officer, MSC Mediterranean Shipping Co. USA

“The Port of Baltimore has experienced tremendous growth by every metric with Jim at the helm, doubling cargo and breaking a record 43 million tons in 2018 alone. He is smart, strategic and collaborative, achieving incredible results because he brought everyone to the table. The Port certainly has some big shoes to fill.”

— Congressman Dutch Ruppersberger

BILL MCALLEN



BILL MCALLEN

Under White's leadership, the Port has been able to lead the nation in handling autos and light trucks, roll-on/roll-off heavy farm and construction machinery, imported sugar and gypsum. Generating some 15,330 direct jobs and 139,180 jobs linked to its overall activities, the Port drives nearly \$3.3 billion in wages and salaries, \$2.6 billion in business revenues and \$395 million in state and local tax revenues.

White joined MDOT MPA in 1993 as Director of Operations. From 1995 until his appointment as Executive Director in 1999, he also served as Deputy Executive Director. In those roles, he was accountable for day-to-day operations at the Port of Baltimore and directed lease negotiations with customers.

After becoming Executive Director, he led the Port of Baltimore as it established new records for cargo volumes and dollar value. He also secured several



BILL MCALLEN



long-term contracts that kept good-paying jobs at the Port. Following the terrorist attacks of September 11, 2001, he oversaw development of a security program that transitioned from a focus on preventing port-related crime to preventing acts of terrorism.

White left MDOT MPA in 2005 to become Senior Vice President and Chief Operating Officer for New Jersey-based Ceres Terminals, a stevedoring and terminal operations company with major port operations in North America.

He returned as MDOT MPA Executive Director in 2007 and led the effort to execute a 50-year lease and concession agreement with Ports America Chesapeake to operate the Port of Baltimore's Seagirt Marine Terminal. The landmark deal included construction of a 50-foot-deep container berth and four state-of-the-art



BILL MCALLEN

TRIBUTES — to — *James J. White*

“As Evergreen's first container vessel, the 640-TEU *Ever Spring*, made her maiden voyage call at the Port of Baltimore, it opened the doors to what has become a more than 45-year commitment to the Port, representing a level of longevity and partnership no other liner carrier can claim. For the past 18 of these years, it has been our great pleasure to build our business and commitment to the Baltimore Port community under the leadership of James J. White. Jim has been a strong supporter of Evergreen's corporate and local efforts, and his involvement with Port infrastructure projects has resulted in efficiencies that enable Evergreen's operations to serve our valued customers at continually higher levels. To say Jim has been an important part of our growth at one of our leading U.S. gateways would be a significant understatement. All of us at Evergreen, from our local team in Baltimore to the highest levels of our corporate management, wish Jim White continued success and the best of luck in the future.”

— Roy Amalfitano, Vice Chairman, Evergreen Shipping Agency America

“Jim White has been such a great ambassador for the Port of Baltimore over the years. Even more importantly, he has been an excellent partner to work with in growing the Port of Baltimore. Jim was there for AMPORTS in the good times, but he also stood by our side during some difficult economic challenges, which showed his long-term commitment and vision for the Port of Baltimore. Jim understood that healthy service providers were key to maintaining jobs and economic growth for the Port. He was always available to host potential new customers and administered over the growth in the Port to provide capacity for new companies desiring to come to Baltimore. We wish him well as he spends his time out enjoying the beautiful views of the Chesapeake Bay. Thank you for all you did for AMPORTS and all the hard work you achieved for Baltimore.”

— Steve Taylor, CEO, AMPORTS

“Jim White was a tremendous advocate for the Port of Baltimore, continually seeking new business and improvements. His never-quit attitude brought the Howard Street Tunnel expansion to fruition, along with many other big improvements to the Port. I personally will always remember Jim's constant recognition of the men and women of the ILA and the hard work they do every day.”

— Scott Cowan, President, ILA Local 333 and Vice President, International Longshoremen's Association

“Jim and I met in 1990 while he was negotiating on behalf of Puerto Rico Marine Management to bring their ships to Seagirt and I was the MPA Deputy Director. His maritime knowledge and skills were outstanding. I continued to pressure him to join the MPA as Director of Operations. Jim has great respect throughout the entire industry. He will be missed as Executive Director.”

— Michael Angelos, President, Steamship Trade Association

TRIBUTES

— to —
James J. White

“Jim White is an icon in the maritime industry, the dynamo who methodically built the Port of Baltimore into the largest source of well-paying blue-collar jobs in the State of Maryland. Nationally and internationally, he is highly respected as a customer-oriented maritime leader who pays attention to the smallest details and simultaneously gets big things done. There was no one in the industry better at converting maritime investments into jobs and economic development for his state and his country. Jim will eat the lunch of any other Port before they even know it's gone. It's a skill he honed at an early age.”

— John D. Porcari, *Former MDOT Secretary*

“My relationship with Jim White goes back over 25 years. What started out as a professional business relationship soon became a close friendship. So it should come as no surprise that the phenomenal growth of Baltimore volume for ACL and its parent company, Grimaldi, took place during Jim's tenure. We never had a problem that Jim couldn't solve. We never had a customer that Jim couldn't charm. Jim had the unusual combination of hands-on maritime experience, business management acumen, common sense and charisma that is rare to find in today's world. Jim is an all star, a Hall of Famer, a perennial MVP. We will miss him.”

— Andy Abbott, *President/CEO, Atlantic Container Line*

“It has been a privilege to work closely with Jim for more than 20 years. His dedication to the Port of Baltimore and long list of accomplishments are truly remarkable. His commitment to a productive collaboration and the continuing success of the P3 in 2010 highlights the exemplary working relationship between the public and private sectors. These achievements demonstrate a distinguished career that has benefited the industry as a whole. I am honored to have worked alongside Jim for these ground-breaking programs.”

— Mark Montgomery, *President and CEO, Ports America Group, Inc.*

“It was a great pleasure to serve with Jim White these past few years. He was influential in being part of the Port's many achievements accomplished. I will miss him.”

— Brenda Dandy, *Maryland Port Commissioner*

“Jim White's name belongs on the list of visionaries that made the Port of Baltimore an economic engine for our region. I had the fortune to work alongside and learn from Jim for the past five years as we sought to unlock another asset for the Port — double-stack rail service through the historic Howard Street Tunnel. Through ups and downs with the project, Jim gave a consistent vision for progressing this critical investment. Without his strong leadership, I have no doubt the project would not be moving forward today.”

— Brian Hammock, *Resident Vice President, CSX Transportation*

supersized container cranes. Under this agreement, the Port of Baltimore greatly enhanced its overall standing as a major container port.

Recently, Executive Director White has focused on the efforts to reconstruct Baltimore's 125-year old Howard Street Tunnel to allow for double-stacked container trains to travel to and from the Port of Baltimore. This project would create thousands of jobs in Maryland and break a significant rail bottleneck that has long inhibited the Port's container business. >>>





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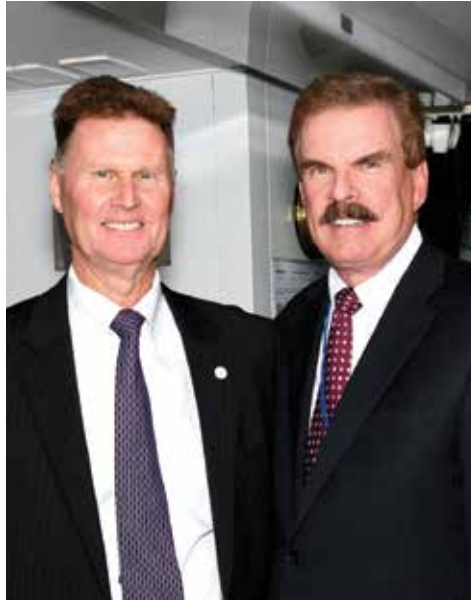


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OTHER MILESTONES at the Port of Baltimore achieved under Executive Director White include:

- Repeated recognition as the **No. 1 port** in the U.S. for several cargo categories;
- **Long-term contracts** with many cargo accounts, including the Port's two largest container customers;
- 10 consecutive years of "outstanding" port **security** reviews from the Coast Guard;
- Several **record-breaking years** for specific commodities handled;
- A year-round **cruising** program;
- A nationally renowned and award-winning **dredging program** that uses innovative strategies to be the largest creator of wetlands in Maryland;
- An internationally recognized **environmental management program**;
- **Zoning protections** for thousands of deep-water acres surrounding Baltimore's industrial waterfront that help maintain good-paying blue-collar maritime jobs;
- Average annual **salaries** for direct Port jobs that are 9.5 percent higher than Maryland's average wage. >>>

**Repeated
Recognition
#1 PORT**
IN U.S. FOR SEVERAL
CARGO CATEGORIES



TRIBUTES — to — *James J. White*



BILL MCALLEN



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“ Jim White's creative and effective stewardship of the Port of Baltimore will be greatly missed. Under his leadership, the Port has experienced tremendous growth, supporting tens of thousands of good-paying jobs and delivering billions of dollars in revenue for the State of Maryland. Throughout his career, he's always been the right man at the right time. I wish Jim well as he embarks on this next chapter.”

— Congressman John Sarbanes

“ Jim White is the embodiment of a true and successful public servant — open-minded, knowledgeable and passionately dedicated to the growth and success of the Port of Baltimore. Working doggedly, attracting and supporting outstanding talent to work with him, Jim has led the Port of Baltimore to its present position as a key driver of our economy and as a leading American port. His successes, culminating in the agreement to expand the Howard Street Tunnel and open the Midwest to rail shipments from the Port, will continue to inspire and inform all who work with and care about Maryland's economy and people.”

— Maryland Treasurer Nancy Kopp

“ Few people, if any, deserve more personal credit and praise for the record-breaking success of the Port of Baltimore than Jim White. For nearly two decades, he has shepherded our great Port through good economic times and challenging ones, always with an eye to the future and what needs to happen next. Getting the Howard Street Tunnel project over the finish line is the perfect capstone to a career that will long be remembered. His dedication to our state and commitment to excellence will surely be missed. His partners at Tradepoint Atlantic wish him the best of luck.”

— Michael Mullen, Chairman, Tradepoint Atlantic

“ I have known Jim White for over 20 years. I consider him a good friend and a first-class individual. He has been instrumental in seeing our Port grow and prosper during his tenure. He has overseen the modernization of the state facilities with state-of-the-art container cranes and a new 50-foot berth, which has produced record amounts of cargo.

Jim has been an ally of the private sector of the Port, helping it to expand and prosper along with the state facilities. Baltimore is one of the greatest ports in the country, and we in Maryland should be proud of it. I am sad to see Jim leaving before the Howard Street Tunnel project, which will allow double-stacked containers by rail to service the Port of Baltimore, is completed. Jim has worked so hard to make it happen, and when it is complete, it will be in part because of Jim's efforts.”

— Norm Rukert, CEO, Rukert Terminals Corp.

“ Jim was a true professional. I had the privilege of working with him over the course of the last few decades in my various roles. Jim was someone who just delivered for Maryland every day. He led the Port of Baltimore to so many successes. Behind the scenes though, he was ensuring that the Port of Baltimore would be successful long after his much-deserved retirement. Tomorrow's success will be a direct result of much of the foundation and vision he established. The next director of the Port of Baltimore will have big shoes to fill but also benefit greatly from the healthy Port Jim left behind ready for the next generation.”

— Gregory Slater, Secretary, Maryland Department of Transportation

TRIBUTES — to — James J. White

“I have known Jim White by reputation for over 30 years but have known him personally with business dealings for over 20 years. While he may not be the easiest to deal with, he was always fair. I felt his handshake was good regardless of agreement. He became my good friend over this long period, and I value this relationship. He always made sure that he protected MDOT MPA's reputation and made sure he secured the best for MDOT MPA in any agreement. All one has to do is look at the market improvement during his time at the Port and one can see the success. He will be missed.”

— Jim Davis, former President and CEO of Amports, Current Board Member

“I love Jim White and will miss his business focus and dogged determination working on behalf of MDOT MPA and its customers. Jim was a trailblazer in terms of ocean carrier executives moving into top jobs at U.S. seaports. His success in Baltimore no doubt was influential in the subsequent placement of a number of former ocean carrier execs into the CEO roles at some of the largest seaports in the country. Jim is both humble and quick-witted and was a pleasure to work with, not only in my former role as CEO of WWL, but also now in my role heading up the American Association of Port Authorities.”

— Chris Connor, President and CEO, AAPA

“Jim White is all about the relationship. He has been a great partner to MBUSA in seeing MBUSA's vision and having the creativity and fortitude to help MBUSA, LLC grow its business in the Port of Baltimore. I personally would like to thank Jim for taking the novice logistics person that I was years ago and having the confidence to help me navigate the never-ending challenges of running finished-vehicle operations at a port. He is one of a kind, and I feel honored that I had the privilege of working with him. He will be missed.”

— Rory Anne Hepner, General Manager Duty Drawback & Finished Vehicles, Logistics/Customs, Mercedes-Benz

“Jim White's tenure was a period of unprecedented lease agreements, critical expansion and record cargo growth. His leadership and strategic planning resulted in thousands of good-paying jobs and made Baltimore one of the busiest ports in the country. Congratulations and gratitude to Jim White for an unparalleled performance as port director.”

— Brian McHale, ILA Local 953 and Former Member of the Maryland House of Delegates

“Jim White exhibited the rare qualities of exquisite leadership — dedication, ethics, outstanding execution and remarkable team building internal and external to the Port. He was a leader's leader.”

— Nancy Grasmick, EdD, Co-Director, Kennedy Krieger Institute

“The Port community has been honored to have Jim's steady hand at the tiller for so many years and we appreciate his leadership and dedication in continuing to make the Port of Baltimore a growing and sustainable entity.”

— Capt. Mike Reagoso, General Manager and Vice President, McAllister Towing of Baltimore Inc.



The Port enjoyed another record-breaking year in 2019, setting new high marks for cargo tonnage passing through the public and private marine terminals, as well as new benchmarks for containers and the number of cars and light trucks handled. The Port handled a new record 43.6 million tons of cargo, including more than 11 million tons of general cargo at the state-owned public terminals for the first time ever.

The number of vehicles – 857,890 – ranked first among all U.S. ports in that category for the ninth consecutive year.

In addition, 657,059 containers were



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handled at the Port's public marine terminals in 2019, surpassing last year's record of 626,046. The Port also handled a record 1,073,749 twenty-foot equivalent units (TEUs) in 2019, surpassing the previous year's total of 1,023,152.

In the past few months, White was able to help plans move ahead for the expansion of the Howard Street Tunnel — a project expected to boost the Port of Baltimore's ability to handle container traffic. In July, Gov. Larry Hogan was able to secure \$125 million as part of the federal Infrastructure For Rebuilding America (INFRA) Grant

TRIBUTES — to — James J. White

“Over the past two decades, Jim has led the Port of Baltimore to great heights, and I deeply appreciate his service. Rising revenues and outstanding relationships with both international shipping executives and the Port's organized labor members, as well as massive expansion of Port infrastructure, all happened under Jim's watch. His departure at a point of tremendous growth while having just secured state, federal and private investment in future projects will help us find a new leader to continue the Port's success that Jim built over the past 20 years.”

— Maryland Comptroller Peter Franchot

“Jim guided the Port of Baltimore through early difficult times and turned it into one of the busiest ports in the country. His vision and determination are evidenced in infrastructure upgrades all over the Port. Under his leadership, the Port of Baltimore repeatedly broke cargo records and became one of the top job generators in Maryland. It also became Maryland's leading wetlands creator as a result of an innovative dredging program. Jim leaves a lasting legacy behind.”

— Former MDOT Secretary Beverley Swaim-Staley

“Jim is a true professional who always had the interests of the Port and the State of Maryland at heart. He was generous with his time and never afraid to get into the details of how we would together make the Port stronger. Relentlessly, he brought huge success at the helm of the Port of Baltimore, maximizing the specialties of the Port in vehicles, containers and forest products. Jim was an excellent captain and leader of the Port of Baltimore and we will always remember him as someone fair, professional, customer-oriented and driven. We wish him a retirement filled with health, happiness and success in all his future endeavors.”

— Madeleine Paquin, President/CEO, Logistec Corp.

“Jim White always understood and appreciated the important role that trucks play in the Port of Baltimore's success. While many people may think of the Port only in terms of the record growth in the container business, this is far from its only impact on the trucking industry. The Port handles thousands of truckloads a year in vans, flatbeds and specialized equipment. The Port, and how it functions, is important to everyone in trucking. Jim and his team always answered the bell when we were experiencing problems and needed solutions developed on the industry's behalf. We wish Jim all the best in his well-deserved retirement and we're fortunate to have him as the Port's leader.”

— Louis Campion, President & CEO, Maryland Motor Truck Association

“Jim White exemplifies the best of energetic and selfless leadership. Infinitely skilled, Jim worked tirelessly for the Port of Baltimore with an uncompromising work ethic matched by his strategic brilliance. Jim's capable leadership was essential to the Port's success and his tremendous outcomes speak for themselves. Maryland is forever enriched by Jim's exceptional efforts and his legacy will inexorably benefit countless generations. I cannot stress how grateful we should all be for Jim's constant prudence and unfailing diligence.”

— Walter Tilley, former Maryland Port Commissioner



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Program for the project. However, the state still needed \$103 million for the infrastructure improvements that would allow CSX to double-stack shipping containers in the tunnel to break the rail bottleneck before reaching the Port.

The remaining \$103 million was acquired through state, private and federal avenues, according to former MDOT Secretary Pete K. Rahn, who stepped down from his position in January. Once completed, the project will provide double-stack clearance in the tunnel and under bridges between Baltimore and Philadelphia.

White began his maritime career with Puerto Rico Marine Management Inc. (PRMMI) in 1975. He subsequently worked with Sea Train (1977-1982), where he was North Atlantic Operations Manager; and Concorde Nopal (1982-1985), where he served as Vice President of Operations. Before joining MDOT MPA in 1993, he rejoined PRMMI and became the company's North America General Manager.

In the end, White will be remembered for his leadership skills and being a consummate professional in leading the Port into a new era of abundance and success. 🌐



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TRIBUTES — to — James J. White

“I have had the privilege of knowing and working with Jim for the past six years while here in the Maryland Senate. He has always provided a listening ear, and I have enjoyed our discussions on working together to benefit our constituents and provide an environment in which the Port can thrive.”

— State Senator Johnny Ray Salling

“Jim has been instrumental to the Port and its success for the last 18 years. The Port has experienced record productivity year over year due to sound management and thoughtful leadership. There's no doubt that Jim's impact will be felt for decades to come, as he leaves the Port much stronger than how he found it.”

— Maryland Senate President Bill Ferguson

“Trust is the foundation of any relationship and it builds over time based on the character and integrity of the people you deal with. On that note, let me say that within our business, Gentleman Jim White is one of the best. Jim is a terrific guy who stands head and shoulders above the crowd for his engaging style, impressive business vision for the Port and most importantly for his strong character. He championed some very smart strategic moves for the Port, including long-term deals with both Wallenius Wilhelmsen and Ports America, increasing Baltimore's competitiveness in the process. He will be missed by all.”

— Ray Fitzgerald, Former Chief Operating Officer, Wallenius Wilhelmsen

“It has been a distinct pleasure to have worked with Jim White during my 20 years as President of the Association of Maryland Pilots. Jim's ability to secure long-term contracts with the Port's biggest customers enabled us and other Port service providers to plan for the future with confidence. Through Jim's leadership, the MDOT MPA has consistently provided the funding and placement sites for the material that must be regularly dredged from the Bay's shipping channels, enabling the Maryland Pilots to safely bring the largest ships calling on the East Coast to the Port of Baltimore. Thank you, Jim.”

— Eric Nielsen, President, Association of Maryland Pilots

“Jim's knowledge of the Port and his willingness to share his time teaching me and others the intricacies of the Port will forever be remembered. The City of Baltimore and the State of Maryland should also be proud that, under Jim's Leadership, the Port grew at record levels.”

— Mike Martino, Former Maryland Port Commissioner

“Jim's quiet but firm leadership as Executive Director steered the Port through innumerable challenges over the last 20 years. Few can claim a comparable record of success and achievement. Jim focused on the big picture and encouraged his senior staff to work to their strengths. He leaves quite a legacy.”

— Peta N. Richkus, Former Maryland Port Commissioner

Stellar Performance

EXECUTIVE VIEW

With new cargo records and continued infrastructure investments that will help to grow business, 2019 proved to be an outstanding year for the Port of Baltimore's state-owned public marine terminals, as the Port continued to follow Gov. Larry Hogan's lead in making Maryland "open for business."

Containers and cars/light trucks led the way during a record year for general cargo. More than 11 million tons of general cargo crossed the public piers last year, surpassing the previous high mark of 10.9 million tons in 2018. More than 657,000 containers were handled last year, also beating our 2018 record. We are expecting continued growth in containers as Ports America Chesapeake, which operates our Seagirt container terminal, is making significant investments in

new equipment and infrastructure. A second 50-foot-deep berth will come online in 2021, giving us the ability to work two supersized ships simultaneously. Also, financing is now completed for the Howard Street Tunnel project, which will soon provide us with double-stack rail capabilities.

In 2019, the Port of Baltimore again handled more autos than any other U.S. port. Our unique quality program and geographic advantage as the closest East Coast port to the Midwest continue to be key factors in our success. Baltimore's reputation for vehicle handling is also boosted by the presence of four on-dock vehicle processors.

Our high and heavy roll-on/roll-off cargo had another strong year in 2019. That commodity has seen good growth as it continues to rebound the last few years



The Port of Baltimore Had Another **Record-Setting Year** for Cargo and the Future Looks Bright



from troubled Eurozone economies that hurt that market. Despite that, however, Baltimore has maintained the highest market-share placement among all U.S. ports.

As one of the most diverse cargo ports in the country, the Port of Baltimore continues to offer superior warehousing facilities for handling of forest products. Add to that operational efficiencies, deep water, a proximity to large consumer groups and a reputation for damage-free handling, and you can see why Baltimore continues to be a very strong player in this market. The Port's breakbulk business continues to be a bright spot, bringing different types of cargos, from power generation equipment to locomotives, to our purpose-built berths at Dundalk Marine Terminal.

In addition to our cargos, we are also a busy cruise port offering year-round cruises to the Bahamas,

Bermuda and Caribbean. Our cruise terminal's location immediately off Interstate 95 has allowed for easy access for many of our passengers arriving from neighboring states. We have also made several upgrades to our cruise terminal to provide our guests with an even more pleasurable experience.

The Port of Baltimore is a successful seaport because of many different reasons, none more important than its people. The men and women who comprise our highly skilled labor force are the true reason for our success. I look forward to continuing to work closely with them, as well as all our Port partners, to push us forward and remain as one of the busiest ports in the country.

Dave Thomas — *Acting Executive Director, MDOT MPA*

JILLIAN BALL

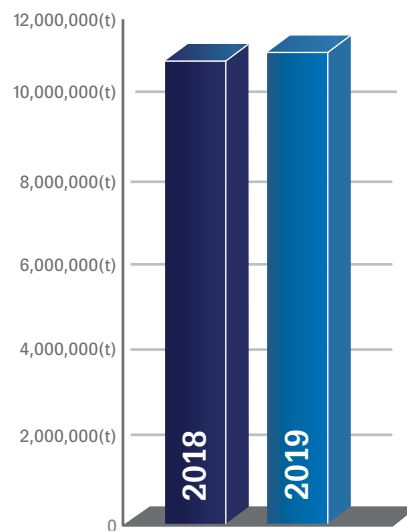
CARGO



GENERAL CARGO

The Port of Baltimore's state-owned public marine terminals had another record year, exceeding 11 million tons of autos and light trucks, containers, roll on/roll off (farm, mining and construction equipment), forest products and breakbulk cargo for the second consecutive year.

Containers once again had a record year, as the Port welcomed its largest container ship and saw the results of key investments designed to improve efficiencies. Autos and light trucks excelled as well, once again propelling the Port into the top spot among all U.S. ports for that commodity. Roll-on/roll-off equipment again saw double-digit growth this year, continuing a very positive trend for that cargo. The Port remains one of Maryland's leading economic engines.



GENERAL CARGO

2019: 11,086,399 Tons 2018: 10,918,008 Tons

PERCENT CHANGE: +1.54%

JOHN WILHELM

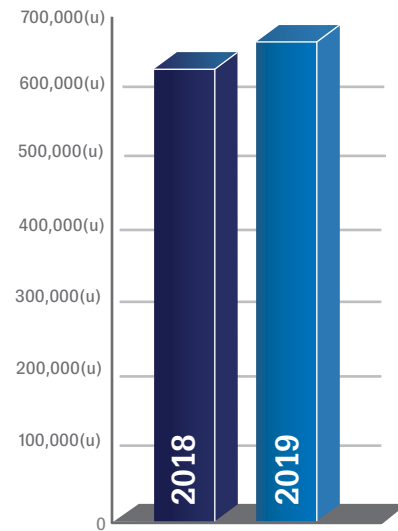
CONTAINERS

Containers were very strong at the Port in 2019. The Port went over the one million TEU threshold for the second consecutive year. Previously made strategic investments allowed for easy vessel access and cargo fluidity through the Seagirt container terminal as the Port had six 14,000-TEU vessels call in just the last seven months of the year.

Baltimore remains at the epicenter of one of the wealthiest and largest consumer groups in the nation. Shippers have leveraged this advantage to better manage precious transportation resources and reduce total miles traveled between the Port and retail shelves or e-commerce deliveries.

Seagirt operator Ports America Chesapeake will begin developing a second, 50-foot-deep berth in 2020. Four additional Neo-Panamax cranes and yard-handling equipment will complement this effort. The Port also received a huge boost in its overall container handling capabilities when final funding was secured recently for the Howard Street Tunnel project. This will provide double-stack access to key Midwest markets and allow the Port to leap over a long-standing hurdle.

Outside the Port itself, 2019 marked another year of continued distribution center growth, adding millions of additional square footage and new customers to the growing base at the Port.



CONTAINERS

2019: 657,059 Units 2018: 626,046 Units

PERCENT CHANGE: +4.95%

**NEW
RECORD
SET!**



CONTAINERS

AUTOS

While the state-owned public marine terminals last year nearly surpassed their 2018 record for autos and light trucks, the entire Port of Baltimore, including the private terminals, did set a new record and handle more of this commodity than any other U.S. port for the ninth consecutive year.

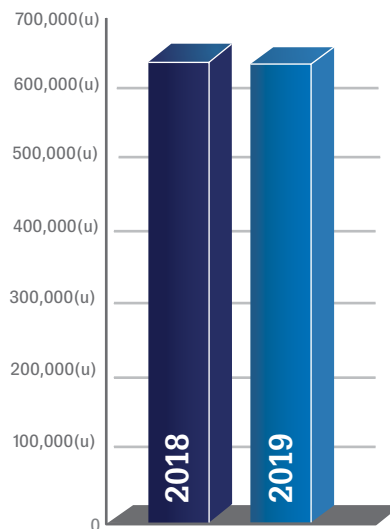
In total, the Port of Baltimore handled 857,890 cars and light trucks surpassing its previous record of 850,147 set last year.

Honda, Mazda, Mitsubishi, Nissan, Subaru and Volvo all had volume increases through the Port in 2019. GM had a strong import year from Mexico, as did Ford from India. Luxury vehicle customers, such as Lamborghini, McLaren and Aston Martin, all had increased volumes as well. The Port's used-vehicle market to Africa once again proved successful in 2019.

The total U.S. auto sales in 2019 were 17.1 million units, with light trucks and SUVs accounting for a rising 70 percent of the market.

Despite international tariff uncertainties, Mexican and European imports were strong, as were exports to the Mideast, Australia, Europe and South America.

There is no better auto port than Baltimore. The geographic location as the closest East Coast port to the Midwest allows cars to be shipped to and from the heartland in a more cost-effective and efficient manner. The Port also offers auto manufacturers choices, with four on-dock auto processors, many haul-away trucking companies and all major ocean carriers. With a unique quality program, Baltimore guarantees each vehicle leaving or arriving is handled with top-notch care. With these benefits in its back pocket, it's easy to see why Baltimore continues to have great successes in autos.



AUTOS

2019: 631,378 Units 2018: 636,575 Units

PERCENT CHANGE: -0.82%



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RO/RO



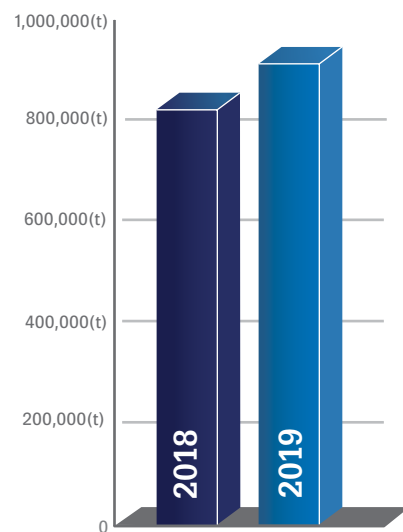
RO/RO

As the top U.S. port for high and heavy farm and construction machinery, the Port continued to see impressive overall gains in this segment in 2019. The agriculture market remains optimistic, as shown by strong 2019 campaigns by key Port customers. Challenging growing and harvesting forecasts for 2020 may result in farmers being more conservative on purchasing new equipment this year.

The construction machinery sector enjoyed a strong 2019, with more than three percent U.S. growth, the second-largest percentage behind China. Residential and road construction remain strong drivers representing about 40 percent of the market, including key Port customers John Deere, Caterpillar and Astec International. Imports will remain strong due to the dollar strength and with Port customers like John Deere, Case New Holland, Caterpillar, Wirtgen, Komatsu, Doosan and Volvo expecting good 2020 results.

Mining also looks to perform well in 2020, led by Port customers Caterpillar, Hitachi, Komatsu and Liebherr. Strong years are predicted for copper, gold and bauxite.

While tariff uncertainties will continue to be watched closely, the Port expects continued success in this market. Baltimore's outstanding reputation in the ro/ro industry stems from many factors, including a geographic location as the closest East Coast port to the Midwest, a large and diverse group of competing ocean carriers, and a unique and unrivaled quality program that brings together all the key players in the ro/ro supply chain. The Port's strong reputation for efficiency, quality and labor are all main factors in encouraging shippers and carriers to use Baltimore for their ro/ro cargo.



ROLL-ON/ROLL-OFF (RO/RO)

2019: **906,634 Tons** 2018: **820,445 Tons**

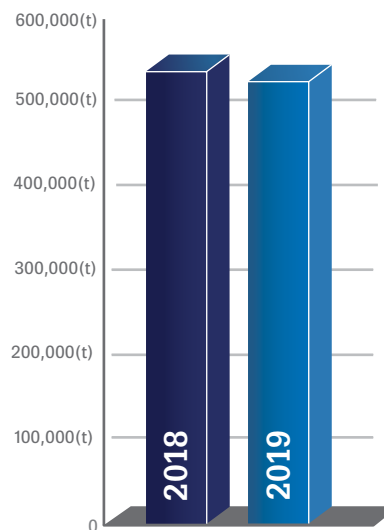
PERCENT CHANGE: **+10.51%**

FOREST PRODUCTS

The Port continues to be one of the nation's leading destinations for handling forest products. The Port has long-term agreements with two of the world's leading international forest products manufacturers, UPM and Metsa. The paper volume continues to see a boost due to the demand of packaging material.

Pulp customer Suzano returned to the Port's Dundalk Marine Terminal in 2019, but a lot of the public terminal's former pulp volume has transitioned to a private terminal within the Port.

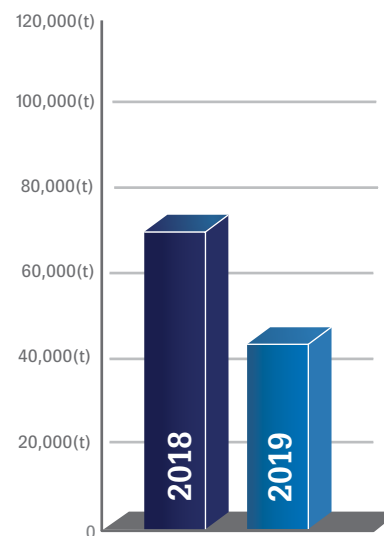
Whether at a public or private marine terminal, the Port offers its customers outstanding facilities and top-quality warehousing. Add to that operational efficiencies, deep water, a proximity to large consumer groups and a reputation for damage-free handling, and Baltimore continues to be a very strong player in this market.



FOREST PRODUCTS – PAPER

2019: **524,609 Tons** 2018: **534,339 Tons**

PERCENT CHANGE: **-1.82%**



FOREST PRODUCTS – PULP

2019: **42,882 Tons** 2018: **70,428 Tons**

PERCENT CHANGE: **-39.11%**

FOREST PRODUCTS

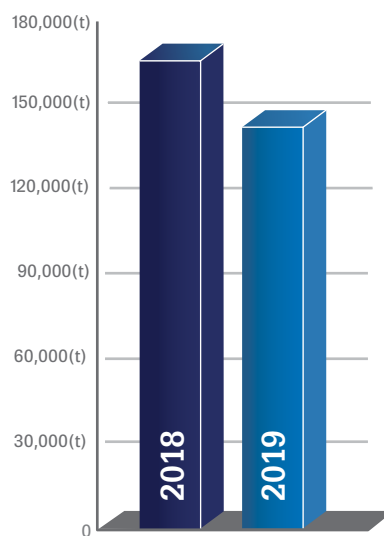
BREAKBULK



»»»» BREAKBULK

The Port prides itself on being one of the most diverse cargo ports in the U.S. Power generation and auto press projects keep the public terminals busy, including direct-to-rail opportunities. Compressors and casts weighing up to 300,000 pounds also made their way onto the public docks. A recent trend has shown an interest from roll-on/roll-off ocean carriers handling breakbulk and project cargo. As the Port is the top U.S. roll-on/roll-off port, that provides additional means to handle breakbulk.

The Port's excellent geographic location to states like Pennsylvania, West Virginia and Ohio allows it to be an ideal port for handling breakbulk cargo destined to those states. The public terminals have made significant inroads in recent years with other breakbulk cargos, including wind turbines, transformers, locomotives, refinery and energy production equipment. Two heavy lift cranes and enhanced on-dock rail capabilities allow direct discharge on and off a ship. Dundalk Marine Terminal sports three heavy lift pads with a capacity of 32.5 tons per axle per pad that helps the Port with heavier loads.



BREAKBULK/BULK

2019: 141,316 Tons 2018: 165,201 Tons

PERCENT CHANGE: -14.46%



224,000+
Passengers

CRUISE

Cruising from the Port continued to be a very popular vacation option in 2019. More than 224,000 passengers chose the Port for their vacation of a lifetime last year. The Port continued to be served in 2019 by two of the world's largest cruise lines, Carnival and Royal Caribbean. Both sail year-round from Baltimore to wonderfully exotic locations like the Bahamas, Bermuda and Caribbean. There are also sailings in the late summer and fall to beautiful locales in New England and Canada to witness the marvelous fall foliage.

Last year, the Port's cruise terminal also welcomed port call visits from several ships that gave their passengers the opportunity to disembark and enjoy all the wonderful sightseeing opportunities in the Baltimore/Washington, DC area.

Due to its unique geographic location immediately off Interstate 95, the Port's cruise terminal attracts passengers from all over the Mid-Atlantic, South and

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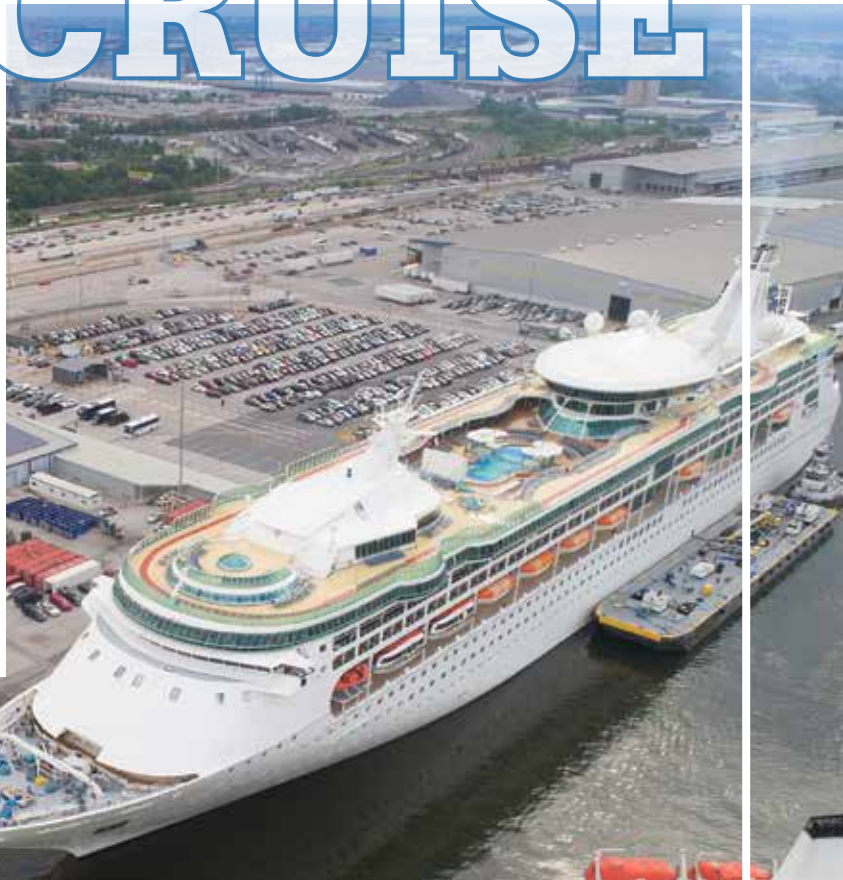
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CRUISE

Midwest. In addition to being an easily accessible drive port, Baltimore also benefits from having three Class A airports and Amtrak train service in the region.

The Maryland Department of Transportation Maryland Port Administration has invested in several improvements designed to enhance a passenger's overall experience at the cruise terminal. These include expanded bathrooms, carpeting, a VIP lounge, a PA system with monitors and ticket kiosks. Passengers love the enclosed breezeway leading from the terminal to the ship that protects them from inclement weather. A waiting area also gives passengers protection from weather. Solar panels on top of the cruise terminal's roof help to heat the building and reduce energy consumption.

With an ideal location within one of the largest U.S. consumer markets and located in a state with the highest median household income, cruising from the Port continues to be very popular. Your gateway to your getaway! 🌐



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Filling A VOID

**PORTS AMERICA PACKAGING
PROVIDES KEY SERVICES AT
DUNDALK MARINE TERMINAL**



BY TODD KARPOVICH | *Photography by Donovan Eaton Photography*

Ports America Chesapeake is always looking to expand its capabilities, flexibility and services for clients.

The company's strategic position at the Port of Baltimore made it a prime place to launch Ports America Packaging in November 2008. That area of business was a boon to the company's general cargo, auto, boat, steel and container operations.

The services offered by Ports America Packaging include crating, transportation coordination, warehousing and storage as well as container operations at the facility at Dundalk Marine Terminal, which has easy access to rail and motor carriers.

Mike Harro, Manager of Ports America Packaging, said the company filled a void by providing these valuable services to clients.

Harro is supported by customer service representatives Donna Pawlikowski and Dana Budd. The labor team for Ports America Packaging is supplied through the ILA locals 333 and 953.

"Ports America Packaging has been providing value-added services at the Dundalk Marine Terminal since 2008," said Harro. "Our ability to provide crating, boxing and container transfer operations onsite is a cost-saving service for our



customers who may otherwise face permitting and additional inland costs to receive their cargo."

Ports America Packaging provides a full range of specialized on-dock packing and shipping services for international breakbulk, containerized or project freight between the Port of Baltimore and any maritime destination in the world.

It also carries on a long-storied tradition at the Port of Baltimore with

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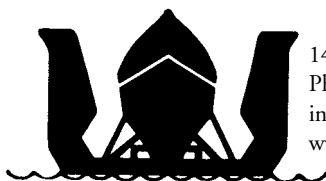
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In The Same Location"*



↑ (From left) Mike Harro, Donna Pawlikowski, Dana Budd and George Stadden play a vital role in the daily operations of Ports America Packaging.

its parent company, Ports America Chesapeake, which has run the operations at Dundalk Marine Terminal since 1966. The company has also been the caretaker of Seagirt Marine Terminal since the 200-acre facility opened in 1990.

Under a public-private partnership agreement signed by the Port and Ports America Chesapeake in 2010, a 50-foot-deep draft berth was constructed at Seagirt. The Port is one of only a few on the East Coast with a channel that is deep enough to accommodate the massive container vessels that come through the Panama Canal.

Since the 2010 agreement, Ports America has upgraded its operations at the Port of Baltimore, which has been a catalyst for new business.

Last year, Seagirt Marine Terminal

in service. The additional infrastructure helps workers at the Port to more efficiently expedite cargo and allows trucking companies to move through the Port more quickly, which is cost-effective.

Earlier this year, Maryland lawmakers secured a \$6.6 million federal grant to build an additional 50-foot-deep berth to accommodate more of the world's largest container ships. The overall cost for deepening the berth will be \$32.7 million. In addition to the federal money, the state has awarded \$7.8 million toward the project, and Ports America Chesapeake agreed to supply another \$18.4 million.

Ports America Packaging also has an effective partnership with the Maryland Department of Transportation Maryland Port Administration (MDOT MPA). This relationship has been key to the ongoing success of both entities.

"We work closely with the MDOT MPA Operations and Commercial teams to ensure a steady stream of high-value cargo continues to transit through the Port of Baltimore," Harro said. "The MDOT MPA's commitment and ability

“The MDOT MPA's commitment and ability to work seamlessly with state and federal agencies and the private sector are a major part of our success.”

— Mike Harro, Manager of Ports America Packaging

installed six new yard cranes to help relieve the traffic congestion that comes with the record-setting amount of cargo that passes through the Port. The 325,500-pound rubber-tired gantry cranes, which cost \$12 million, are used to move and stack containers on the docks.

Those gantry cranes were added to a fleet of 16 others that were already

to work seamlessly with state and federal agencies and the private sector are a major part of our success."

Ports America Packaging keeps open communication channels with its clients to improve their services. This has been vital to retaining valued customers and maintaining the company's overall success.

"The feedback we receive from

AT A GLANCE PORTS AMERICA PACKAGING

MANAGER: Mike Harro

LOCATION: Dundalk
Marine Terminal

LABOR TEAM: ILA locals
333 and 953

FOCUS: Packaging,
crating, transportation
coordination, warehousing,
storage and container
operations

[portsamerica.com/
locations/dundalk](http://portsamerica.com/locations/dundalk)



our customers is the best source of information and the foundation of our ongoing pursuit of excellence," Harro said. "Our performance and ability to meet customer expectations can only improve when we know what is working and what is not, with the latter being the greatest value to improving."

"We use customer feedback to enhance our processes for moving containers to and from Seagirt Marine Terminal, which is critical for timely delivery of cargo to the customer. We have implemented gate cameras and clerking priority lists to ensure we meet expectations."

As the maritime industry continues to evolve, Ports America Packaging has adapted to the changes. This is a strategy that is vital to long-term success. Harro closely monitors these changes in the industry and makes the necessary adjustments.

"We have seen an increase in the use of flat racks to ship OOG (out-of-gauge) project cargo on container ships," Harro said. "Traditionally, this freight would ship on breakbulk vessels, but we have seen a slight shift for projects where the dimensions of the cargo are better served via container ships on flat racks." 🌐



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Providing Opportunities

REGINA BREITMEYER BOOSTS NEW ERA ACADEMY'S MARITIME PROGRAM

BY MERRILL WITTY | Photography by Donovan Eaton Photography



When most of us were in high school, there were no courses in Transportation, Distribution and Maritime Logistics or in Seagoing Deck Operations.

But it's a new world, and these are two courses taught by Regina Breitmeyer at Baltimore's New Era Academy (NEA).

New Era is a Baltimore City public school with the mission of "equipping scholars with the pre-requisite academic skills, technological resources and academic rigor needed to successfully transition from high school to a competitive post-secondary career opportunity." The school also prepares students for college acceptance if that is their desired path.

Breitmeyer's high school biology teacher piqued an interest in medicine.

"I thought it would be cool to work on research related to genetics," she said. "Although I didn't end up taking that career path — no stomach for medicine — I came to realize the power a teacher has to positively motivate her students. I wanted to make the kind of impact on kids that

NEA has placed graduates of the program with McAllister Towing, Moran Towing, U.S. Coast Guard Yard, Mega-Tech, Spirit of Baltimore, Baltimore Water Taxi and Pinnacle Logistics.

my teachers made on me."

Breitmeyer trained to be a physical education, adapted physical education (for kids with disabilities) and special education teacher at Ashland University in Ohio. She is completing a master's degree in Education Administration from the American College of Education.

When Breitmeyer joined New Era, the Seagoing program had gone through several instructors. She started with no materials and no real knowledge of the merchant fleet or merchant mariners.

"Dick Fredricks, member of both the Baltimore Port Alliance (BPA) and the Maritime Advisory board and owner of Maritime Solutions, showed up in my classroom after back-to-school night and offered the resources of the Maritime Institute of Technical and Graduate Studies (MITAGS) and the

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BPA to help educate me and support building the program," she said.

Several people wrote and worked to design the program as a general entry-level mariner program. They include Vic Tufts, former credentialing officer at MITAGS, Rob Summers, former history teacher at Maritime Industries Academy (MIA) and currently Assistant Principal at City Springs Elementary/Middle School, plus industry partners such as Edison Chouest Offshore.

MIA (where Breitmeyer was initially assigned) was moved into the same building with New Era and later closed. New Era retained the Seagoing pathway.

Breitmeyer says her proudest moments are always student-centered. She says she's proud of her students and what the program can do for them. NEA is the only non-ROTC school to be invited to sail on a U.S. Navy ship for fleet week, for instance; it has placed graduates of the program with McAllister Towing, Moran Towing, U.S. Coast Guard Yard, Mega-Tech, Spirit of Baltimore, Baltimore Water Taxi and Pinnacle Logistics. Breitmeyer's students have sailed with the *Lady Maryland* on the Chesapeake Schooner Race and worked with Edison Chouest Offshore.

"Taking students to a BPA legislative reception, the creation of the SUNY Maritime summer STEM Academy — there are just so many aspects to this program and so many great events," Breitmeyer said. "I think we are doing great work at NEA and I know we can expand the opportunities we provide to young people."

Breitmeyer added: "I will never forget the National Maritime Day when Congressman Elijah Cummings asked if I liked what I was doing. I said yes. He said he could tell, and that I should keep up the good work. I've taken that to heart, and I hope I can honor his legacy if I keep doing right by my kids." 🌐

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STORY BY TODD KARPOVICH

Dundalk Marine Terminal Has a Storied Maritime History

The Dundalk Marine Terminal has played an important role at the Port of Baltimore. This photo shows workers unloading vehicles and on the bridge of the vessel at the site. While the maritime industry continues to evolve, Dundalk Marine Terminal has maintained a level of success that has helped the Port reach record-setting cargo numbers.

With 13 berths, four container cranes and direct rail access, the 570-acre Dundalk Marine Terminal remains the largest and most versatile general cargo

facility at the Port of Baltimore. Automobiles, farm equipment, construction machinery and other roll-on/roll-off (ro/ro) equipment are just some of the types of cargo that makes its way through the terminal. Other goods include wood pulp, steel, breakbulk and project cargo. If it moves on a vessel, Dundalk can handle it.

Baltimore's proximity to the Midwest's major farm and construction equipment manufacturers has helped the Port become the leading U.S. port for the export of combines, tractors and hay balers and the largest importer of excavators and backhoes.

Reaffirming Baltimore's position as the top U.S. ro/ro port, the Port recently signed a 20-year 150-acre agreement to serve as the East Coast hub for the largest ro/ro shipping carrier in the world, Wallenius Wilhelmsen, with service from Dundalk Marine Terminal.

Over the past several years, Baltimore has ranked as one of the nation's top three automobile-handling ports. Several auto processors maintain operations at Dundalk, which offers 225 acres of storage. Dundalk's direct rail access also allows unit trains to routinely deliver dozens of units of farm and/or construction equipment to the terminal at once. Combined with the rail access provided by Norfolk Southern and CSXT, Dundalk's size makes it ideal for handling large breakbulk and project cargo. 🌐

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